

Contract # 03205-S					
ADMINISTRATIVE VEHICLES, PURCHASE OR FULL SERVICE LEASE					
	MEL CLAYTON FORD				
	PHOENIX, AZ				
	NET 30 DAYS				
1.0 PRICING:					
1.1 PURCHASE OPTION:					
1.1.1 COMPACT CAR					
	QUANTITY				
WITH GASOLINE	80		\$10,169.00	EACH	
WITH O.E.M. ALTERNATIVE FUEL		N/A			
MAKE/MODEL	Ford Focus				
1.1.1.1 FACTORY WARRANTY(MONTHS/MILES):		36mos/36,000miles			
1.1.1.2 EXTENDED WARRANTY( 5 YEARS/100,000MILES):		Ford Extra Care			
1.1.1.2.1 \$0.00 DEDUCTIBLE			\$1,420.00	EACH	
1.1.1.2.2 \$50.00 DEDUCTIBLE			\$1,110.00	EACH	
1.1.1.2.3 \$100.00 DEDUCTIBLE			\$1,050.00	EACH	
1.2.1 FULL SIZE CAR					
	QUANTITY				
WITH GASOLINE	10		\$12,812.00	Each	
WITH O.E.M. ALTERNATIVE FUEL		N/A			
MAKE/MODEL	Ford Taurus				
1.2.1.1 FACTORY WARRANTY(MONTHS/MILES):		36mos/36,000miles			
1.2.1.2 EXTENDED WARRANTY (5 YEARS/100,000 MILES):		Ford Extra Care			
1.2.1.2.1 \$0.00 DEDUCTIBLE			\$1,630	EACH	
1.2.1.2.2 \$50.00 DEDUCTIBLE			\$1,320.00	EACH	
1.2.1.2.3 \$100.00 DEDUCTIBLE			\$1,260.00	EACH	
1.3.1 8-PASSENGER VANS					
	QUANTITY				
WITH GASOLINE	3		\$15,810.00	EACH	
WITH O.E.M. ALTERNATIVE FUEL			\$22,783	EACH	Dedicated CNG
MAKE/MODEL	Ford Club Wagon				
1.3.1.1 FACTORY WARRANTY(MONTHS/MILES):		36mos/36,000miles			
1.3.1.2 EXTENDED WARRANTY (5 YEARS/100,000 MILES):		Ford Extra Care			
1.3.1.2.1 \$0.00 DEDUCTIBLE			\$1,725.00	EACH	
1.3.1.2.2 \$50.00 DEDUCTIBLE			\$1,415.00	EACH	
1.3.1.2.3 \$100.00 DEDUCTIBLE			\$1,105.00	EACH	

	<b>MEL CLAYTON FORD</b>			
	<b>PHOENIX, AZ</b>			
<b>1.4.1 PICKUP</b>	QUANTITY			
WITH GASOLINE	1	\$12,282.00		4.6L V-8, 6050 GVWR
WITH O.E.M. ALTERNATIVE FUEL		\$18,879.00	EACH	
MAKE/MODEL	Ford F150			
1.4.1.1 FACTORY WARRANTY(MONTHS/MILES):		36mos/36,000miles		
1.4.1.2 EXTENDED WARRANTY (5 YEARS/100,000 MILES):		Ford Extra Care		
1.4.1.2.1 \$0.00 DEDUCTIBLE		\$1,630.00	EACH	
1.4.1.2.2 \$50.00 DEDUCTIBLE		\$1,320.00	EACH	
1.4.1.2.3 \$100.00 DEDUCTIBLE		\$1,260.00	EACH	
<b>2.1 FULL SERVICE LEASE OPTION, SAME QUANTITIES:</b>		18-MONTH		24-MONTH
2.1.1 COMPACT CAR WITH GASOLINE		No Bid	MONTH	No Bid
MAKE/MODEL				
2.1.1.1 RESIDUAL VALUE		\$ _____/EACH		\$ _____/EACH
2.2.1 FULL SIZE CAR WITH GASOLINE		No Bid	MONTH	No Bid
MAKE/MODEL				
2.2.1.1 RESIDUAL VALUE		\$ _____		\$ _____
2.3.1 8-PASSENGER VAN WITH GASOLINE		No Bid	MONTH	\$ _____
MAKE/MODEL				
2.3.1.1 RESIDUAL VALUE		\$ _____/EACH		\$ _____/EACH
2.4.1 PICKUP WITH GASOLINE		No Bid	MONTH	No Bid
MAKE/MODEL				
2.4.1.1 RESIDUAL VALUE		\$ _____/EACH		\$ _____/EACH
3.1 COST PER MILE EXCEEDING 15,000 MILES PER YEAR:				
3.1.1. COMPACT CAR		\$ _____	MILE	
3.1.2. FULL SIZE CAR		\$ _____	MILE	
3.1.3. 8-PASSENGER VAN		\$ _____	MILE	
3.1.4. PICKUP		\$ _____	MILE	
3.2 DELIVERY (DAYS A.R.O.)	45-90	DAYS		

Contract # 03205-S					
ADMINISTRATIVE VEHICLES, PURCHASE OR FULL SERVICE L					
	<u>ENTERPRISE FLEET SERVICES</u>				
	<u>TEMPE, AZ</u>				
	<u>NET 20 DAYS</u>				
1.0 PRICING:					
1.1 PURCHASE OPTION:					
1.1.1 COMPACT CAR					
WITH GASOLINE	QUANTITY				
WITH O.E.M. ALTERNATIVE FUEL	N/A	\$	N/A	EACH	
		\$	N/A	EACH	
MAKE/MODEL	N/A				
1.1.1.1 FACTORY WARRANTY(MONTHS/MILES)					
	N/A				
1.1.1.2 EXTENDED WARRANTY( 5 YEARS/100,000MILES):					
1.1.1.2.1 \$0.00 DEDUCTIBLE		\$	N/A	EACH	
1.1.1.2.2 \$50.00 DEDUCTIBLE		\$	N/A	EACH	
1.1.1.2.3 \$100.00 DEDUCTIBLE		\$	N/A	EACH	
1.2.1 FULL SIZE CAR					
WITH GASOLINE	QUANTITY				
WITH O.E.M. ALTERNATIVE FUEL	N/A	\$	N/A	EACH	
		\$	N/A	EACH	
MAKE/MODEL	N/A				
1.2.1.1 FACTORY WARRANTY(MONTHS/MILES):					
	N/A				
1.2.1.2 EXTENDED WARRANTY (5 YEARS/100,000 MILES):					
1.2.1.2.1 \$0.00 DEDUCTIBLE		\$	N/A	EACH	
1.2.1.2.2 \$50.00 DEDUCTIBLE		\$	N/A	EACH	
1.2.1.2.3 \$100.00 DEDUCTIBLE		\$	N/A	EACH	
1.3.1 8-PASSENGER VANS					
WITH GASOLINE	QUANTITY				
WITH O.E.M. ALTERNATIVE FUEL	N/A	\$	N/A	EACH	
		\$	N/A	EACH	
MAKE/MODEL	N/A				
1.3.1.1 FACTORY WARRANTY(MONTHS/MILES):					
	N/A				
1.3.1.2 EXTENDED WARRANTY (5 YEARS/100,000 MILES):					
1.3.1.2.1 \$0.00 DEDUCTIBLE		\$	N/A	EACH	
1.3.1.2.2 \$50.00 DEDUCTIBLE		\$	N/A	EACH	
1.3.1.2.3 \$100.00 DEDUCTIBLE		\$	N/A	EACH	

ENTERPRISE FLEET SERVICES					
	TEMPE, AZ				
1.4.1 PICKUP	QUANTITY				
WITH GASOLINE	N/A	\$	N/A	EACH	
WITH O.E.M. ALTERNATIVE FUEL		\$	N/A	EACH	
MAKE/MODEL	N/A				
1.4.1.1 FACTORY WARRANTY(MONTHS/MILES):		N/A			
1.4.1.2 EXTENDED WARRANTY (5 YEARS/100,000 MILES):					
1.4.1.2.1 \$0.00 DEDUCTIBLE		\$	N/A	EACH	
1.4.1.2.2 \$50.00 DEDUCTIBLE		\$	N/A	EACH	
1.4.1.2.3 \$100.00 DEDUCTIBLE		\$	N/A	EACH	
2.1 FULL SERVICE LEASE OPTION, SAME QUANTITIES:			18-MONTH	24-MONTH	
2.1.1 COMPACT CAR WITH GASOLINE		\$	\$555.00	MONTH	\$480.00 MONTH
MAKE/MODEL	Chevy Cavalier				
2.1.1.1 RESIDUAL VALUE		\$	\$5,100.00	EACH	\$4,400.00 EACH
2.2.1 FULL SIZE CAR WITH GASOLINE		\$	\$610.00	MONTH	\$535.00 MONTH
MAKE/MODEL	Chevy Impala				
2.2.1.1 RESIDUAL VALUE		\$	\$8,500.00	EACH	\$7,600.00 EACH
2.3.1 8-PASSENGER VAN WITH GASOLINE		\$	\$595.00	MONTH	\$540.00 MONTH
MAKE/MODEL	Chevy 1500 Express Van				
2.3.1.1 RESIDUAL VALUE		\$	\$11,500.00	EACH	\$10,300.00 EACH
2.4.1 PICKUP WITH GASOLINE		\$	\$460.00	MONTH	\$435.00 MONTH
MAKE/MODEL	Chevy C1500 Silverado Pickup				
2.4.1.1 RESIDUAL VALUE		\$	\$8,800.00	EACH	\$7,700.00 EACH
3.1 COST PER MILE EXCEEDING 15,000 MILES PER YEAR:					
3.1.1. COMPACT CAR		\$	0.15	MILE	
3.1.2. FULL SIZE CAR		\$	0.15	MILE	
3.1.3. 8-PASSENGER VAN		\$	0.17	MILE	
3.1.4. PICKUP		\$	0.17	MILE	
3.2 DELIVERY (DAYS A.R.O.)	120	DAYS			



		<b>THOROBRED CHEVROLET</b>				
		<b>CHANDLER, AZ</b>				
<b>1.4.1 PICKUP</b>						
WITH GASOLINE		QUANTITY				
WITH O.E.M. ALTERNATIVE FUEL		1		\$13,209.58		
MAKE/MODEL			N/A			
1.4.1.1 FACTORY WARRANTY(MONTHS/MILES):						
			36 MOS 36000 MILES BUMPER TO BUMPER 0 DEDUCTIBLE			
1.4.1.2 EXTENDED WARRANTY (5 YEARS/100,000 MILES):						
1.4.1.2.1 \$0.00 DEDUCTIBLE						
1.4.1.2.2 \$50.00 DEDUCTIBLE				\$1,720.00 EACH		
1.4.1.2.3 \$100.00 DEDUCTIBLE			N/A	EACH		
				\$1,435.00 EACH		
<b>2.1 FULL SERVICE LEASE OPTION, SAME QUANTITIES:</b>						
			18-MONTH		24-MONTH	
2.1.1 COMPACT CAR WITH GASOLINE						
MAKE/MODEL			\$ _____ MONTH	\$ _____ MONTH		
2.1.1.1 RESIDUAL VALUE			\$ _____ /EACH	\$ _____ /EACH		
2.2.1 FULL SIZE CAR WITH GASOLINE						
MAKE/MODEL			\$ _____ MONTH	\$ _____ MONTH		
2.2.1.1 RESIDUAL VALUE			\$ _____ /EACH	\$ _____ /EACH		
2.3.1 8-PASSENGER VAN WITH GASOLINE						
MAKE/MODEL			\$ _____ MONTH	\$ _____ MONTH		
2.3.1.1 RESIDUAL VALUE			\$ _____ /EACH	\$ _____ /EACH		
2.4.1 PICKUP WITH GASOLINE						
MAKE/MODEL			\$ _____ MONTH	\$ _____ MONTH		
2.4.1.1 RESIDUAL VALUE			\$ _____ /EACH	\$ _____ /EACH		
3.1 COST PER MILE EXCEEDING 15,000 MILES PER YEAR:						
3.1.1. COMPACT CAR						
			\$ _____ MILE			
3.1.2. FULL SIZE CAR						
			\$ _____ MILE			
3.1.3. 8-PASSENGER VAN						
			\$ _____ MILE			
3.1.4. PICKUP						
			\$ _____ MILE			
3.2 DELIVERY (DAYS A.R.O.)						
			DAYS			